



University of
NORTH ALABAMA
FOUNDATION

DEVELOPMENT COMMITTEE

UNA FOUNDATION

Tuesday, January 31, 2023; 4:00 – 5:00 p.m.

Via Teams

AGENDA

- I. WelcomeStephanie Teichmiller '84, Chair
- II. Review of Prior Meeting Minutes..... Stephanie Teichmiller
- III. Office of Advancement Update Barbie Terry
 - Review of Purpose, Responsibilities and Goals
 - Development Highlights
 - Campaign Progress

MEMBERS

Stephanie Teichmiller '84, Chair

Lorri Glover '90

Susanne Rallis '06

Melissa Long '79 Vice Chair

Sharon Harris '83

Juan Santiago '01

Christie Bevis '97

Derrick Mills '00

Matthew Schmitz '00

Barbie Terry, Staff Liaison

ARTICLE V, Section 5

The Development Committee shall assist the President of the University and Advancement staff as directed by the Chair in identifying and cultivating potential major donors.

Purpose:

- *To provide philanthropic leadership in order to promote, support and enhance University priorities.*

Responsibilities:

- *Keep fellow Directors informed about Foundation priorities and funding opportunities*
- *Identify and connect Advancement Staff to individuals who have a potential philanthropic passion for UNA*

Goals:

- *Complete each fiscal year with 100% participants from the Foundation Board of Directors*
- *Connect at least 3 new peers back to the University*



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**MINUTES
DEVELOPMENT COMMITTEE
UNA FOUNDATION**

*Tuesday, August 9, 2022; 4:00 p.m. – 5:00 p.m.
Zoom*

Present: Stephanie Teichmiller; Chair, Jacob Ladner, Melissa Long; Vice Chair, Sharon Harris, and Lorri Glover and Robert Steele

Absent: Christie Bevis and Derrick Mills

Others Present: Kevin Haslam

Staff Liaison: Barbie Terry

The meeting was called to order at 4:00 p.m. by Stephanie Teichmiller, Chair along with a welcome to the group. The minutes were passed as presented by the Chair. Chair Teichmiller then turned the meeting over to Ms. Barbie Terry for an Office of Advancement update.

Ms. Terry discussed the information presented for the development highlights. The first item discussed was the overall success of the 1830 Giving Day Initiative. At this time, Vice President Haslam noted that 75% of the Foundation Board supported the initiative by giving a gift of \$10 or more during the month of March. Member Lori Glover noted that while she thinks she participated, there can sometimes be confusion about the different initiatives. She suggested that the Development Committee have an active role in reaching out to Foundation Board members during any Advancement initiative just to make sure they are aware and know how to participate. Chair Teichmiller recommended that in addition to the Development Committee reaching out, the Advancement Office could share fiscal year to date with each Foundation Board Member at the last meeting of the fiscal year. The Advancement staff doesn't have the ability to send each member a live link with giving history but could provide a fiscal year snapshot in each member packet at the board at large meeting. Other discussion took place when Ms. Terry announced the FY22 Goals and Progress numbers. Member Jacob Ladner asked if there were significant gifts that would be considered outliers in the numbers. While there are gifts that are larger than we may see in a typical year, for the most part all gifts came from specific solicitations. VP Haslam noted that each year we will have realized planned gifts that we may not have known about, but that's not uncommon. Next Ms. Terry reminded the group that the Legacy Initiative is ongoing and we still have naming opportunities available. Again, this is an opportunity for the Development Committee members to be advocates for the initiative. Next, Ms. Terry introduced the group to the College Presidential Donors program which recognizes with an annual luncheon any donor who gives \$1,000 or more to a specific college or has an endowment outside of a scholarship that supports the college. Finally, Ms. Terry discussed the "Why We Exist" document that the Advancement Office has put together to define what we do and how we do it. At this time, Ms. Terry turned the meeting back over to Chair Teichmiller.

Chair Teichmiller called for any other old business and new business. There was no new or old business brought forward.

Chair Teichmiller called for any questions or additional comments and the meeting adjourned at 5:00 p.m.



University of NORTH ALABAMA FOUNDATION

Development

- On November 3, 2022, Cynthia and Steve McClanahan along with the Anderson Family, hosted an event which raised over \$700,000 for the Joel R. Anderson Entrepreneurial Presidential Scholarship
- On November 11, 2022, we hosted our annual Donors of Distinction Dinner
- On December 2, 2022, The Board of Trustees approved the naming of the Florence Hellen Nethery Duncan Bachelor of Science in Nursing Program and the naming of the CB&S Arena at Flowers Hall
- On December 13, 2022, we secured a \$670,000 planned gift benefitting the College of Business and Technology
- On December 14, 2022, we received a \$3.5M gift for the College of Business and Technology which is the largest gift to the College historically.
- On January 11, 2023, we hosted the President's Cabinet Reception in Norton Auditorium and unveiled the Music Addition Concept
- As of January 12, 2023, we have secured 19 gifts for the West Campus Complex totaling approximately \$9.5M
- **FY23 Goals and Progress as of January 5, 2023 (26% of the year elapsed):**

	Goal	Actual	% of Goal
○ Total Dollars	\$10,000,000	\$10,515,685.4	105%
○ Annual Giving	\$1,000,000	\$427,158.43	43%
○ 1830 Fund	\$120,000	\$59,001.67	49%
○ Unique Donors	2508	1036	41%
○ Campaign	\$100,000,000	\$41,226,265.53	41%

* Please note: You will also receive a Comprehensive Campaign Report